

Experience

2008 to present

Tutor, The Library Table

Enriching the humanities and arts education of students ages 8+ via 1:1 tutoring and very small classes in history, literature, science, and photography. I work to bring curiosity to life while sharpening reading, thinking, writing and creative skills.

Past classes taught include:

- Newton's experiments with light and color based upon his letter to the Royal Society. This class lets Newton speak directly to students as they follow his scientific methods through the simple, elegant experiments with prisms that led him to our current understanding of light and color.
- Jefferson's composition of the Declaration of Independence. Appreciating and analyzing his use of grammar and rhetoric in historical context through discussion, deep reading, and text analysis.
- Vancouver's voyage among the natives in Puget Sound. By reading his own and his crew men's journals we gain insight into the costs and benefits of exploration and along the way, we practice cartography and navigation, research skills, journal writing, and imaginative drawing.
- Giambattista Vico's search for a New Science of history (1744). Is history a random stream of events or does it form predicable patterns? Which philosophy of history do we live within today? What can we learn from Vico's search for a science of history, his methods, and his conclusions?
- Photographic skills and storytelling. Learning to clearly see and creatively capture the qualities of the people and places we love.

8/2008 to 6/2009

Teacher, West Sound Academy

Teaching integrated humanities, specifically World History, Religions, and Literature, to 9th and 10th graders at this academically challenging college preparatory and arts school in Poulsbo, WA.

For this year-long course I developed:

- A leitmotif based on the philosophical question of unity versus multiplicity using, as a starting point, the following from Emerson's essay, "History",

The difference between men is in their principle of association. Some men classify objects by color and size and other accidents of appearance; others by intrinsic

likeness, or by the relation of cause and effect. The progress of the intellect is to the clearer vision of causes, which neglects surface differences. To the poet, to the philosopher, to the saint, all things are friendly and sacred, all events profitable, all days holy, all men divine. For the eye is fastened on the life, and slights the circumstance. Every chemical substance, every plant, every animal in its growth, teaches the unity of cause, the variety of appearance.

- A look into Indian history via M.K. Gandhi's autobiography, My Experiments with Truth. Based on Gandhi's own story we looked into the caste system, India's geography, culture, religions, and history from the Indus civilization through colonialism and on to recent successes and challenges. Linking this with Hesse's Siddhartha, Mehta's A River Sutra, and the music of Ravi Shankar added depth and richness to the experience.
- An extended interview with Mao Zedong and Pearl S. Buck's The Good Earth built a bridge into China for us while the events of January 2009 in Gaza gave our studies of the Middle East meaning and immediacy. Finally, we followed Robert Mugabe's path from post-colonial freedom fighter to reviled dictator as a study in the triumphs and challenges of African history. Enriching materials included first-hand accounts from the tragedies of Rwanda, Ethiopia, and Somali in The Zanzibar Chest, selections illuminating the hopes and failings of colonialism from Conrad's "Heart of Darkness" and a documentary on the inspiring musician and government critic Fela Kuti.

2003 to present

Consultant, Sloan Creative Group, Inc.

Sales and marketing consulting and interim-CEO services for small business leaders.

Specialties include:

- Web 2.0 marketing – creating an online conversation with customers and prospects using WordPress as a content management system
- Project management- from marketing campaigns to interstate relocation of operations
- Process documentation, analysis, and improvement
- Relationship selling, database marketing, and CRM
- Financial analysis
- Executive and key employee coaching

2003 to 2006

Creative Director, Sloan Creative Group, Inc.

Print and web marketing consulting and design to help local, family-owned businesses across the US compete against large, international competitors.

Duties included:

- Consultative selling to help clients benefit from coordinated web and print advertising
- Project management
- Customer relationship management

- Ongoing maintenance and support of our proprietary CRM system (VB/SQL)
- Campaign concepts, development, and execution to and for our clients
- Team leadership, training, and development
- Identifying, negotiating, and maintaining vendor relationships
- Some HTML coding and WordPress customization

2004 to 2005

Contract Design Consultant, Telstar Software Services*

Assisted Telstar with the design of a CRM web application product for small businesses.

Duties included:

- Product specification
- Data design
- User interface design
- Business logic design

*Telstar Software Services, Redmond, WA, created a number of custom sales and CRM tools for Microsoft's internal use.

1999 to 2003

Lead Designer, The Greenfield System

Start-up offering VB/SQL ERP software for independent office supply dealers that included: CRM, sales management, order processing, inventory control, and sophisticated purchasing tools.

Duties included:

- Administrative and project management
- Product specification
- User interface and business logic design and development
- Implementation, documentation, and training leadership
- Sales and support

2000 to 2001

Chairman of the Board, Independent Stationers Buying Group

Leader of the premiere marketing and purchasing cooperative for independent office supply dealers in the United States, with 570 members representing \$3.5 billion in end-users sales in all 50 states.

- Helped negotiate the e-commerce partnership that now serves most group members who now receive several hundred million dollars of sales via this tool annually.

1990 to 2000

President, South Coast Stationers, Inc.

Bought and built a leading distributor of office supplies, furniture, and printing in Orange County, CA.

- Turned around unprofitable, stagnant operations via process improvement via training, and technology
- Increased inventory turns 200%

- Doubled productivity as measured by gross profit production per full-time equivalent
- Developed training materials for every position in the company, especially for sales and customer service staff
- Built to \$5 million in sales by focusing on systematized relationship selling against mass merchandiser competitors (Office Depot and Staples) while 50% of all independent office suppliers in the US went out of business during the same period
- Paid off financing five years ahead of plan
- Successfully sold operations in 2000 (400% ROI) and all 35 staff kept their jobs.

2000 to 2002

Board Member, National Office Products Association

Led effort to agree upon industry-wide XML EDI standards, but ran into insurmountable inertia from powerful players with proprietary standards they used as impediments to competition.

1998 to 2000

Board Member & Vice Chairman, Independent Stationers Buying Group

1998 to 2003

Partner, AdGrafix

Marketing, web, and graphic design firm serving mainly independent office supply dealers.

1998

Lecturer, Independent Stationers Buying Group

Developed curriculum and led 3-day class on Maui, HI that helped small business owners with coordinated business and life planning.

1996 to 1998

Guest Lecturer, University of California, Los Angeles

Invited to speak in undergraduate courses on business ethics.

1989 to 1990

Sales Manager, South Coast Stationers, Inc.

Managed existing sales force while recruiting and training new sales representatives.

1988 to 1990

Account manager, South Coast Stationers, Inc.

From prospecting to major account responsibility, I quickly became top sales person serving small and medium businesses (5-300 employees) with office supplies, furniture, and printing.

1985 to 1988

Realtor, Fred Sands Realtors

Sold houses and condominiums in Santa Monica and Venice Beach, CA during and just after college.

Education

1989-1990

University of California, Irvine, Graduate School of Management

Completed core course work for M.B.A. before leaving to purchase South Coast Stationers.

1982-1986

University of California, Los Angeles

Bachelor of Arts, with departmental honors in economic/architectural history.

Accomplishments and Awards

Carey McWilliams Prize for Outstanding History Thesis of the Year 1986

Outstanding Senior nominee, UCLA 1986 (roughly 10 nominees of a class of 7,000)

Chancellor's Banner Marshall for outstanding service to UCLA, 1986 (30 of a class of 7,000)

Languages

English – native fluency

French – some conversational

Hungarian – my mother is a native speaker, I speak survival level

International Experience

Extensive annual travel in Western and Central Europe from the late 1980's through the 1990's.

Family in Wien, Budapest, Debrecen, and Praha.

Traveled solo around the world with a backpack for six months in 1987 visiting Europe, India, Nepal, Thailand, Singapore, Indonesia, Japan, and Australia.

Internship in a Zürich architectural office, summer of 1987.

References

Available upon request

p 206.793.4020 - 9424 Windsong Loop #101, Bainbridge Island, WA 98110 - thelibrarytable.com